R.J. Reynolds

Tobacco Co.

3/3/97
Lillian,
File in Klein Candy Folder.
Thanks,
Bill

James McLean
Account Manager
411 Colonial Dr.
Endwell, NY 13760
(607) 786-5074
(607) 786-5075 fax
(800) 757-2855 ext. 78874

FEBRUARY 24, 1996

TO: Mike McHugh

RE: DPC Deals to NYC Subjobbers.

Dear Mike,

In response to a meeting that RJR had with Klein Candy, it has become important that in the future, if we are not already doing so, that we offer the same DPC deals to subjobbers serviced by Klein as those which are serviced by Bonanza Too (unless there are reasons which dictate that we cannot, ie account is not working them properly). After talking with Frank Perez, it seems that to his knowledge that this is already going on. I realize that some of these subjobbers may pack their own deals in which case they would only be ordering the product from Klein and Klein would not need to pack the deal. If you could relay this message on to those people who call on these accounts (Vikisha, Jay's, Somalia, Mohitt, and 4th Ave) I would appreciate it. Also, if any of these accounts are not offered DPC for whatever reason, could you have appropriate personnel let me know.

If you have any questions or concerns, please do not hesitate to give me a call.

Sincerely,

Jim

J. McLean
#1642 AM
/am
cc: Klein Candy
B. Roth

51861 5947

Source: https://www.industrydocuments.ucsf.edu/docs/stvn0000